

## Message Text

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41

ACTION OPIC-12

INFO OCT-01 AF-10 ISO-00 EB-11 COME-00 AID-20 CIAE-00

FRB-03 INR-11 NSAE-00 RSC-01 TRSE-00 XMB-07 SP-03

CIEP-03 LAB-06 SIL-01 OMB-01 AGR-20 L-03 /113 W

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R 161320Z SEP 74

FM AMEMBASSY GABORONE

TO SECSTATE WASHDC 5806

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E.O. 11652: N/A

TAGS: EINV, BC

SUBJECT: INVESTMENT OPPORTUNITY IN CATTLE RANCHING

REF: A. STATE 196223; B. STATE 201052

1. EMBASSY IS GRATIFIED TO HEAR OF PLAN TO HOLD A LUNCHEON/  
MEETING IN DALLAS IN OCTOBER.

2. DCM HAS APPROACHED QUILL HERMANS, PERMSEC, MINISTRY  
OF FINANCE AND DEVELOPMENT PLANNING; TITUS MADISA,  
PERMSEC, MINISTRY OF AGRICULTURE; AND PAUL HINCHEY,  
ACTING DIRECTOR OF BOTSWANA DEVELOPMENT CORPORATION (BDC),  
TO INFORM THEM OF THE PROJECTED MEETING AND TO OBTAIN THEIR  
VIEWS ON QUESTIONS RAISED REFTEL. ALL CONCERNED WERE  
UNANIMOUS THAT CATTLE RANCHING INVESTMENT IS STILL OF GREAT  
CONCERN AND INTEREST TO THE GOVERNMENT OF BOTSWANA AND  
THE BDC.

3. WITH REGARD TO POLICY, THE SITUATION REMAINS AS DISCUSSED  
WITH KELLY DURING HIS VISIT HERE, I.E. GOVERNMENT HAS NOT YET  
ESTABLISHED OR INITIATED CONSIDERATION OF A POLICY ON LEASING  
STATE LANDS TO PRIVATE FOREIGN INVESTORS FOR AGRICULTURE  
DEVELOPMENT PURPOSES. HOWEVER, AS NOTED ABOVE, GOB  
CONTINUES TO BE GREATLY INTERESTED IN DEVELOPING ITS CATTLE  
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RANCHING POTENTIAL.

4. AS WAS DISCUSSED WITH KELLY, A SPECIFIC PROPOSAL WHICH COULD BE USED AS THE BASIS FOR DEVELOPING A POLICY WOULD BE MOST WELCOME HERE.

5. ALTHOUGH NO ONE IS ABLE TO MAKE A FIRM OR OFFICIAL COMMITMENT ON GOB ATTITUDES TOWARD UNSPECIFIED INVESTMENT OFFERS NONE OF THE THREE TOOK EXCEPTION TO THE PARAMETERS DESCRIBED PARA 3 REF A. BDC NOTED THAT THEY WOULD BE PLEASED TO PARTICIPATE IN EQUITY FINANCING FOR EXAMPLE.

6. GOB SEES NO PROBLEMS WITH BEEF EXPORT IN SPITE OF EC IMPORT BAN WHICH THEY REGARD AS STRICTLY TEMPORARY. AT THE MOMENT SOUTH AFRICA IS BUYING ALL THE BEEF AVAILABLE.

7. IN THE LONGER TERM GOB EXPERTS FORESEE ONLY EXPANDING EXPORT MARKETS AND THEREFORE WOULD WELCOME SUBSTANTIAL INCREASE IN THE NATIONAL HERD. K.S. BINGANA, BEEF PRODUCTION OFFICER IN THE BOTSWANA MINISTRY OF AGRICULTURE, HAS JUST RETURNED FROM A CONFERENCE AT EDINBURGH UNIVERSITY IN SCOTLAND WHERE, ACCORDING TO MADISA (AND AS PRINTED IN THE BOTSWANA DAILY NEWS), IT WAS ASSERTED THAT WESTERN EUROPE ALONE WOULD HAVE A 1.2 MILLION TON DEFICIT OF BEEF BY 1980. BDC AND MINISTRY OF AGRICULTURE OFFICIALS ALSO FEEL THERE WILL BE AN EXPANDING MARKET TO THE NORTH, PARTICULARLY ZAMBIA AND POSSIBLY TANZANIA AND ZAIRE. GIVEN THE WELL-KNOWN DEVELOPMENT OF THE BOT-ZAM ROAD AND THE RECENTLY CONFIRMED DECISION TO BUILD A SECOND ABATTOIR AT THE SUA PAN, THE EXPANDING POTENTIAL MARKET, IMPROVED TRANSPORT SYSTEM, AND EXPECTED NEW BEEF PROCESSING CAPABILITY, INCREASES EVEN MORE THE POTENTIAL VALUE OF THIS INVESTMENT OPPORTUNITY.

8. RE REF B, WE WILL SEND 35 COPIES OF INVESTMENT GUIDE TO BOTSWANA VIA NEXT POUCH.  
BOLEN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CATTLE, ECONOMIC DEVELOPMENT, NEGOTIATIONS, FOREIGN INVESTMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 16 SEP 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** cunninfx  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Line Count:** 97  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION OPIC  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** A. STATE 196223; B. STATE 201052  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** cunninfx  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 JUN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <26 JUN 2002 by rowelle0>; APPROVED <06 MAR 2003 by cunninfx>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INVESTMENT OPPORTUNITY IN CATTLE RANCHING  
**TAGS:** EINV, BC, US  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005